

**COST PROPOSAL FOR**  
**RFP#11-205753-10**

**COMPETITIVE SOLICITATION**

**BY FAIRFAX COUNTY**

**FOR**

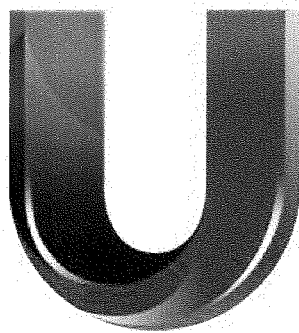
**PUBLIC SAFETY AND EMERGENCY PREPAREDNESS  
EQUIPMENT AND RELATED SERVICES**

**ON BEHALF OF ITSELF AND OTHER GOVERNMENT AGENCIES**

**AND MADE AVAILABLE THROUGH THE U.S. COMMUNITIES**

**GOVERNMENT PURCHASING ALLIANCE**

**ORIGINAL**



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**U.S. COMMUNITIES™**  
**GOVERNMENT PURCHASING ALLIANCE**



## U.S. Communities 2011

### **Safeware & Mallory Cost Proposal**

1. See Attachment D.
2. The proposed pricing is based on Safeware and Mallory's standard list price with a 41% discount. Net pricing to US Communities includes the 2% administrative fee proposed for this RFP.
3. The quoted price for all categories is the most favorable offered to state and local agencies. Some items may be purchased on a one time basis that are in a very large quantity. Such pricing will be made available to US Communities customers if they purchase in a similar volume.
4. Price adjustments. Pricing will remain firm fixed for a period of 365 days. Future price increases will be based on the Consumer Price Index. Substantial price increases of more than 10% per year will request pricing relief on a case-by-case basis. Appropriate documentation will be provided to US Communities in this situation. The discount will remain the same.
5. All pricing includes standard freight.
6. Expedited freight or special services such as courier delivery will be billed actual freight charges. Hazardous shipments as defined by US DOT will be billed to the customer. Safeware and Mallory will not bill freight without the customer's explicit approval.



# FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT  
12000 GOVERNMENT CENTER PARKWAY, SUITE 427  
FAIRFAX, VIRGINIA 22035-0013

www.fairfaxcounty.gov/dpsm

VIRGINIA

TELEPHONE: (703) 324-3201 FAX: (703) 324-3228 TTY: 1-800-828-1140

ISSUE DATE: March 11, 2011	REQUEST FOR PROPOSAL NUMBER: RFP11-205753-10	TITLE: Public Safety and Emergency Preparedness Equipment and Related Services
DEPARTMENT: Various	DUE DATE/TIME: April 7, 2011 @ 2:00 P.M.	CONTRACT SPECIALIST: Lonnelle Robinson at 703- 324-3281 or lonnette.robinson@fairfaxcounty.gov

**Proposals** - In accordance with the following and in compliance with all terms and conditions, unless otherwise noted, the undersigned offers and agrees, if the proposal is accepted, to furnish items or services for which prices are quoted, delivered or furnished to designated points within the time specified. It is understood and agreed that with respect to all terms and conditions accepted by Fairfax County the items or services offered and accompanying attachments shall constitute a contract.

**Note:** Fairfax County does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

**NAME AND ADDRESS OF FIRM:**

Telephone/Fax No.:

301-683-1234, 1200 Fax

E-Mail Address:

cradcliffe@safewareinc.com

Safeware, Inc.

3200 Hubbard Road

Federal Employer Identification No or

52-1152083

Landover, MD 20785

Federal Social Security No. (Sole  
Proprietor)

Prompt Payment Discount:

0% for payment within \_\_\_ days/net  
30 days

State Corporation Commission (SCC)  
Identification No.

By signing this proposal, Offeror certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in the General Conditions and Instructions to Bidders as described in Appendix A.

**BUSINESS CLASSIFICATION – Described in Appendix B - CHECK ONE:** ☐ LARGE (Y) ☒ SMALL (B)

☐ MINORITY-OWNED SMALL (X) ☐ MINORITY OWNED LARGE (V) ☐ WOMEN-OWNED SMALL (C)

☐ WOMEN OWNED LARGE (A) ☐ NON PROFIT (9)

CHECK ONE:

☐ INDIVIDUAL

☐ PARTNERSHIP

☒ CORPORATION

State in which  
Incorporated:

4/13/11

Date

Maryland

Vendor Legally Authorized  
Signature

Charles Radcliffe  
Print Name and Title

Secretary

Sealed proposals subject to terms and conditions of this Request for Proposal will be received by the Fairfax County Purchasing Agent at 12000 Government Center Parkway, Suite 427, Fairfax, Virginia 22035-0013 until the date/time specified above.

AN EQUAL OPPORTUNITY PURCHASING ORGANIZATION



**Attachment D**  
**Pricing Sheet**

INSTRUCTIONS:							
For each category listed, provide pricing using a fixed percentage or margin from a standard index or other objectively verifiable criteria. State methodology for pricing along with a fixed discount percentage or margin. For any Services, provide a separate sheet with price breakdowns for each service/solution offered.							
	Pricing Methodology Used	Discount Percent	or	Margin	or	Other Verifiable Criteria*	*State Other Verifiable Criteria if used
<b>Section A Product Categories:</b>							
A. Personal Protective Equipment (PPE)	Discount off of Safeware	41%					
B. Explosive Device Mitigation and Remediation Equipment	LIST Price						
C. Environmental Monitoring							
D. CBRNE Search & Rescue Equipment							
E. Interoperable Communications Equipment							
F. Detection Equipment							
G. Decontamination Equipment							
H. Hazardous Materials Storage							
I. Spill Control and Containment							
J. Physical Security Enhancement Equipment							
K. Fire and Emergency Response							
L. Traffic Safety							
M. Facility Safety and Maintenance							
N. Fall Protection and Confined Space							
O. Medical and First Aid Supplies							
P. CBRNE Reference Materials							
Q. Related Services	Provide separate sheet for Related Services as indicated in Instructions.						
R. Other Non-listed Public Safety, Law Enforcement and Fire Equipment	Discount off of Safeware	41%					
<b>Section B Product Categories:</b>							
A. AED Equipment and Accessories							
B. AED Service	Provide separate sheet for AED Service as indicated in Instructions.						
C. AED Training	Provide separate sheet for AED Training as indicated in Instructions.						
D. AED Technology Support	Provide separate sheet for AED Technology Support as indicated in Instructions.						
Supplier Name: <u>Safeware, Inc.</u>							
Supplier Signature: <u>John Radcliff</u>							